

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 DODE-00 NSAE-00 USIA-06 TRSE-00

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 2966

INFO USDOC WASHDC

AMEMBASSY STOCKHOLM

AMEMBASSY LONDON

AMEMBASSY ROME

AMEMBASSY BRUSSELS

C O N F I D E N T I A L MOSCOW 0463

BRUSSELS FOR FAA

USDOC FOR BEWT/TDAD

E.O. 11652: GDS

TAGS: EAIR, EEWT, ESTC, UR, SW

SUBJECT: LATEST RUMOR ON SOVIET STANSAAB CAPER

REF: STROCKHOLM 031 (NOTAL) AND PREVIOUS

1. DAVID SHORTT, BRITISH REP FOR INTERNATIONAL TECHNICAL PRODUCTS (WASHINGTON, D.C.) TOLD COMATT JANUARY 10 THAT HE HAD BEEN ADVISED BY DEPUTY HAIRMAN OF FTO ELEKTRONORGTEKHNIKA (ELORG), L. V. ARKHAROV, THAT SOVIET COMMERCIAL DELEGATION WOULD BE TRAVELLING TO ITALY IN COMING WEEKS TO HOLD TECHNICAL DISCUSSIONS WITH SELENIAABOUT TECHNICAL ADEQUACY OF RADAR EQUIPMENT ITALIAN FIRM REPORTEDLY IS TO SUPPLY TO STANSAAB UNDER SUB-CONTRACT FOR SOVIET ATC PROJECT. ACCORDING TO SHORTT, ARKHAROV SAID THAT SOVIETS REMAIN UNEASY ABOUT STANSAAB CONTRACT, ESPECIALLY SINCE IT INVOLVES INSTALATION OF RADAR UNITS WHICH SWEDISH FIRM HAD YET TO DESIGN AND BUILD --LET ALONE TEST UNDER ACTUAL
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OPERATING CONDITIONS. AS SHORTT UNDERSTOOD IT, DELEGATION WILL BE LED BY ELORG AND COMPRISED LARGELY OF OFFICIALS AND EXPERTS FROM END-USER MINISTRYIES OF CIVIL AVIATION AND COMMUNICATIONS EQUIPMENT INDUSTRY.

2. ARKHAROV REPORTEDLY ASKED SHORTT TO SUBMIT ANOTHER BID ON BEHALF OF ITP FOR TWELVE RADAR UNITS (SIMILAR IN DESIGN TO U.S. TYPE TPS-40)

FOR ATC PROJECT. SHORTT SAID HE POLITELY BUT FIRMLY DECLINED BECAUSE ITP WAS NOT INTERESTED IN INVESTING TIME AND MONEY IN BIDDING ON PROPOSALS WHICH SOVIETS HAD ONLY HALF-THOUGHT OUT. SHORTT OPINED THAT ALL PARTIES TO THIS PROJECT WERE "IN OVER THEIR HEADS".

3. COMMENT: GIVEN SOVIETS' WIDE, AND GENERALLY VALID, REPUTATION AS HARD BARGAINERS DURING CONTRACT NEGOTIATIONS BUT SCRUPULOUS IN HONORING A CONTRACT ONCE SIGNED, THERE MUST BE CONSIDERABLE AGONIZING GOING ON BEHIND SCENES IN SOVIET FOREIGN TRADE HIERARCHY, IF

THESE AND EARLIER INDICATIONS OF POSSIBLE WAFLING ON STANSAAB CONTRACT

HAVE ANY SHRED OF TRUTH. TOON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
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Concepts: CIVIL AVIATION, CONTRACTS, EXPORT LICENSES, STRATEGIC TRADE CONTROLS, RADAR EQUIPMENT, AIR TRAFFIC CONTROL
Control Number: n/a
Copy: SINGLE
Sent Date: 12-Jan-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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TAGS: EAIR, EEWT, ESTC, UR, SW
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